



The Exclusive Producers Connection (EPC) is back for 2021. If you participated in 2020, you'll find a lot of what you liked so well about it before has remained.

## How it works

- **2021 first quarter level is based on the level achieved in 2020.** Your FIA sales run rate for the 2021 year will be reviewed at the end of the first quarter<sup>1</sup>. If your 2021 expected run rate meets your 2020 qualification level, you will at least maintain this level for the remainder of the year. If not, you will be reset to the qualification level based on your 2021 expected run rate. If you are reset to a lower level starting in the second quarter, remember that you can still achieve your 2020 qualification level – or even higher – if you hit a new qualification level at any point in 2021. Even with reset, we will true up commissions that would have been paid when you achieve the new level.
- **New level qualification based on 2021 fixed index annuity (FIA) paid premium<sup>2</sup>**
- Earn **0.50%, 1.00%, or 1.50%** additional commission on your first-year FIA premium from Jan. 1, 2021, through Dec. 31, 2021
- For each qualifying level, commissions paid retroactively to the first dollar issued in 2021
- No action required by you

### EXECUTIVE

**\$1 million  
in calendar  
year**

- **0.50%** additional compensation
- Up to **7.00%** total compensation<sup>3</sup>

### PRESIDENT

**\$3 million  
in calendar  
year**

- **1.00%** additional compensation
- Up to **7.50%** total compensation<sup>3</sup>

### CHAIRMAN

**\$5 million  
in calendar  
year**

- **1.50%** additional compensation
- Up to **8.00%** total compensation<sup>3</sup>

## Payment details

- These additional payments will be made monthly.
- Financial professionals, corporations and licensed-only agents must be at street level or below to be eligible.
- If compensation is paid to a broker dealer, the broker dealer must approve program.

Call Sales Support at **866-322-7066** to learn more.

**FOR FINANCIAL PROFESSIONAL USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.** 2021 loyalty program may change at any time. All decisions are final and are at the sole discretion of North American Company for Life and Health Insurance®. The additional payment is paid via commissions.

\*Level qualification includes all premiums received in the 2021 calendar year. Excludes internal replacements.

1. Sales run rate is determined based on FIA paid premiums during the first quarter (excluding internal replacements) and then annualized.

2. Level qualification includes all first year fixed index annuity premiums received in the 2021 calendar year. Excludes internal replacements.

3. This assumes a 6.5% street commission level.

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